Tobacco Company

D. L. BOMGARDNER
Key Account Manager

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May 14, 1998

To: All Division Managers and Sales Reps With Responsibility for 7-Eleven Chain ID 0001-04-02.
ROU's 1210, 1310, 1610, 1710, please distribute.

Subject: **7-Eleven Approved Contract Plan Exceptions**

Dear Ladies and Gentlemen:

Currently, there are a variety of merchandising contract plans and payment rates in the system. I understand that there may be special situations where we had to contract with a Franchise Operator under a different plan; however this should be on a exception basis.

I n order to provide Southland with information relative to the "exception" scenarios, I need your assistance as follows:

- **Attached is a spreadsheet and a list of stores in each Sales Rep's territory that have contracts signed other than the $250.00/Month Special 7-Eleven Contract. I need each Sales Rep to provide me with specific information as to why we have elected to sign these calls on a different plan. I would appreciate a response no later than June 1, 1998.**
- **Also Attached is a list of the approved contract plans.**

If you have any questions, please give me a call.

Sincerely,

Denny

D.L. Bomgardner
DLB: jh

51853 4667

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/fzkn0000

7-ELEVEN STORE LIST
STORES CONTRACTED UNDER PLANS OTHER THAN THE "SPECIAL 7-ELEVEN AGREEMENT"

ATTACHMENT II

STORE #	CONTACT PLAN	PAYMENT RATE	REASON FOR EXCEPTION (LIMITED SPACE, 3 COMPANIES CONTRACTED, ETC.)	ELEMENTS OF CONTRACT (i.e., (1) FPD, (1) SD, etc.)

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Source: https://www.industrydocuments.ucsf.edu/docs/lzkn0000